

Message Text

UNCLASSIFIED

PAGE 01 ROME 20761 231448Z
ACTION FSI-03

INFO OCT-01 EUR-12 ISO-00 PER-03 COME-00 EB-07 /026 W
----- 107032 /46

P R 231242Z DEC 76
FM AMEMBASSY ROME
TO SECSTATE WASHDC PRIORITY 1903
INFO AMCONSUL GENOA
AMCONSUL PALERMO

UNCLAS ROME 20761

E.O. 11652: N/A
TAGS: AFSI, IT
SUBJ: FSI: COMMERCIAL LOCALS TRAINING PROGRAM

1. AFTER EVALUATION OF NOMINATIONS RECEIVED FROM CON-
STITUENT POSTS, EMBASSY SUBMITS FOLLOWING CANDIDATES, IN
ORDER OF PRIORITY, FOR SUBJECT PROGRAM.

2. ELIO F. SASSO (ROME); BORN JANUARY 22, 1932, AT ROME.
BILINGUAL IN ENGLISH AND ITALIAN, HAS BEEN FSL-1 IN COMMERCIAL
SECTION FOR TWO YEARS; DEALS WITH TRADE INQUIRIES, ASSISTS
BUSINESS VISITORS, UNDERTAKES MARKET SURVEYS, HELPS ORGANIZE
AND PROMOTE TRADE MISSIONS, PRESHOW PROMOTIONS, TECHNICAL
TRADE SEMINARS, AND TRADE SHOWS; DEALS PRIMARILY WITH MACHINERY,
ELECTRICAL AND ELECTRONIC EQUIPMENT AND SYSTEMS, NUCLEAR PROJE-
CTS, AVIONICS, AND HIGH TECHNOLOGY AREA. ALSO ACTS AS
TECHNICAL ADVISOR TO EMBASSY SCIENTIFIC COUNSELOR, WHO WORKS
CLOSELY WITH COMMERCIAL SECTION. ATTENDED UNIVERSITY OF
ROME FIVE YEARS AND OBTAINED ELECTRONIC
ENGINEERING DEGREE. TOOK POST-GRADUATE COURSE IN "MODERN COMPUTING
METHODS". MR. SASSO ALSO SERVED IN ITALIAN NAVY, ENGINEER
CORPS, WHERE HE STUDIED NAVAL AND MILITARY SUBJECTS.
ATTENDED REGIONAL FSL SEMINAR IN 1975. PREVIOUS WORK EXPERIENCE
IN ITALY CONSISTS OF TWO YEARS IN ELECTRONICS INDUSTRY AS SENIOR
ELECTRONICS ENGINEER AND, FROM 1968 TO 1974, AS COMMERCIAL
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 ROME 20761 231448Z

SPECIALIST IN CANADIAN EMBASSY, ROME. MR. SASSO WOULD BE
PARTICULARLY INTERESTED IN VISITING AMERICAN FIRMS IN
FOLLOWING SECTORS: COMPUTER MANUFACTURERS,
ADVANCED ENERGY SYSTEMS ENGINEERING FIRMS, AND COM-
MUNICATION SYSTEMS ENGINEERING COMPANIES, SUCH AS TCOM IN
COLUMBIA, MD. (HE HAS BEEN INSTRUMENTAL IN TECHNICAL

AND COMMERCIAL PROMOTION IN ITALY OF THE TCOM SYSTEM). BECAUSE OF HIS CLOSE CONTACT WITH ITALIAN MINISTRY OF PTT, IT WOULD ALSO BE USEFUL FOR HIM TO BE AWARE OF LATEST TECHNIQUES IN MAIL-SORTING AND HANDLING EQUIPMENT. FINALLY, WE RECOMMEND VISITS TO MANUFACTURERS OF COLOR TV BROADCAST STUDIO EQUIPMENT AND TELEMEDICINE EQUIPMENT,ONSIDERING MR. SASSO'S EXCELLENT CONTACTS IN ITALIAN TV AND MINISTRY OF HEALTH CIRCLES. MR. SASSO'S POSITION REQUIRES A BROAD TECHNICAL BACKGROUND AS WELL AS ABILITY TO WORK WELL WITH A WIDE RANGE OF CONTACTS IN BOTH GOVERNMENT AND BUSINESS. HIS PERFORMANCE IS OUTSTANDING, HIS ADVICE GOOD AND TIMELY, AND HIS REPORTS WELL-DRAFTED. EMBASSY HIGHLY RECOMMENDS MR. SASSO FOR PROPOSED PROGRAM BECAUSE OF HIS CAPABILITIES IN AREA OF TARGET INDUSTRIES AND HIGH TECHNOLOGY WHEREIN LIE THE COUNTRY COMMERCIAL PROGRAMS MOST IMPORTANT EXPORT POSSIBILITIES. THE ADDITION OF WASHINGTON BRIEFINGS AND VISITS TO US PLANTS WOULD BE ESPECIALLY TIMELY AND PRODUCTIVE AT THIS STAGE OF HIS CAREER.

3. JACK JOSEPH FLATEA (PALERMO);BORN MAY 12, 1919, AT CAIRO, EGYPT. BRITISH NATIONAL AND FLUENT IN ENGLISH; 18 YEARS' SERVICE WITH USG; FSL-1 ECONOMIC/COMMERCIAL SPECIALIST WITH SUPERVISORY RESPONSIBILITY FOR ONE FSL-5.ORKS WITH GREAT DEAL OF AUTONOMY SINCE THERE IS NO FULL-TIME ECON/COMML OFFICER AT POST. RECENT INITIATIVES INCLUDE: SOLAR-ENERGY-UTILIZATION SEMINAR; MEETING WITH UNIVERSITY ENGINEERING FACULTY TO PROMOTE U.S. EXPORTS; FOLLOWING AND REPORTING ON SICILIAN HIGH-SPEED RAILROAD DEVELOPMENT PROJECT. MR. FLATEAU ALSO PROVIDES BUSINESS ASSISTANCE AND OTHER COMMERCIAL SERVICES SUCH AS TOS, WTDRS, TRADE COMPLAINTS, ASSISTANCE TO LOCAL AND U.S. BUSINESSMEN, PARTICIPATION IN FAIRS AND PROMOTION UNCLASSIFIED

UNCLASSIFIED

PAGE 03 ROME 20761 231448Z

OF US TRADECENTER SHOWS. HAS WIDE VARIETY OF VALUABLE CONTACTS IN GOVERNMENT, INDUSTRY, COMMERCE, AGRICULTURE, BANKING, AND EDUCATION, AND PREPARES REPORTS ON SIGNIFICANT ECONOMIC DEVELOPMENTS. ATTENDED AMERICAN UNIVERSITY CAIRO TWO YEARS. COMPLETED CORRESPONDENCE COURSE FOR FSL COMMERCIAL SPECIALISTS IN 1970 AND ATTENDED REGIONAL SEMINARS IN 1965, 1971, AND 1975. WAS ASSISTANT TRADE OFFICER, GOVERNMENT OF LIBYA 1951-52; SECRETARY GENERAL, CHAMBER OF COMMERCE, INDUSTRY, AND AGRICULTURE,IPOLI, 1953-58; FSL-1 COMMERCIAL/ECONOMIC SPECIALIST WITH AMEMBASSY TRIPOLI 1958-59 AND THEN TRANSFERRED TO PALERMO. MR. FLATEAU SPECIFICALLY INTERESTED IN AGRIBUSINESS (IRRIGATION EQUIPMENT, FOOD PRODUCTION AND PROCESSING EQUIPMENT); ALTERNATIVE ENERGY SYSTEMS (SOLAR-ENERGY HEATING AND COOLING SYSTEMS, WIND MACHINERY); ANTI-POLLUTION (WATER-PURIFICATION SYSTEMS, INDUSTRIAL AIR-POLLUTION CONTROLS; WATER RESOURCES (DESALTING PLANTS, WATER-PURIFICATION AND DISTRIBUTION EQUIPMENT); PORT AND SHIPPING (SHIPBUILDING EQUIPMENT, CONTAINERIZATION). AS ECON/COMNL

SPECIALIST FOR SICILY,MR. FLATEAU HAS A WIDE RANGE OF RESPONSIBILITIES IN DEVELOPING REGION. FIRST-HAND EXPOSURE TO AND DIRECT CONTACT WITH U.S. BUSINESS COMMUNITY, ESPECIALLY FIRMS CONCERNED WITH MAJOR PROJECTS, WOULD BE EXTREMELY USEFUL TO POST. MR. FLATEAU HAS FIVE YEARS TO SERVE BEFORE RETIREMENT.

4. GIANFRANCO ARREGHINI (GENOA);BORN MARCH 16, 1922 AT GENOA; FLUENT IN ENGLISH; EMPLOYED AT CONGEN SINCE 1946.OR TWO YEARS HAS BEEN CHIEF LOCAL COMMERCIAL SPECIALIST.UDIED AT ACADEMY OF FINE ARTS; SERVED WITH U.M ARMED FORCES DURING WAR. PARTICIPATED IN FSL-REGIONAL SEMINAR FOR COMMERCIAL SPECIALISTS IN 1975. CURRENT DUTIES INCLUDE PREPARING POST'S WTDRS AND TOS AS WELL AS PROVIDING COUNSELING AND ASSISTANCE TO ITALIAN AND U.. BUSINESSMEN. WITH INCREASED EMPHASIS GENOA DISTRICT ON BUSINESS PROBLEMS AND TRADE PROMOTION, FUTURE DUTIES WILL REQUIRE INCREASED CONTACT/LIAISON WITH LOCAL BUSINESSMEN AND PROFESSIONAL ORGANIZATIONS. OF SPECIAL INTEREST ARE MARINE UNCLASSIFIED

UNCLASSIFIED

PAGE 04 ROME 20761 231448Z

INDUSTRIES AND EQUIPMENT; METALWORKING AND METALLURGICAL MACHINERY; PROCESS-CONTROL INSTRUMENTATION; AND ELECTRONICS-INDUSTRY PRODUCTION AND TEST EQUIPMENT.ITINERARY SHOULD INCLUDE VISIT TO A MODERN U.S. PORT, SHIPYARD, AND KEY ELECTRONIC/PROCESS-CONTROL INDUSTRIES. MR. ARREGHINI RECEIVES TOP MARKS FROM HIS RATING OFFICERS. PARTICIPATION IN PROGRAM WOULD BROADEN HIS UNDERSTANDING OF U.S. BUSINESS AND OF WASHINGTON PROCEDURES, AS WELL AS ENHANCE HIS VALUE TO CONSULATE AT GENOA WHICH IS ITALY'S MAJOR PORT AND HEADQUARTERS OF SEVERAL HIGH-TECHNOLOGY INDUSTRIES.BEAUDRY

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976ROME20761
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760471-0196
From: ROME
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761216/aaaaanyv.tel
Line Count: 149
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION FSI
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: BoyleJA
Review Comment: n/a
Review Content Flags:
Review Date: 14 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14 JUN 2004 by chengls>; APPROVED <14 JUN 2004 by BoyleJA>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FSI: COMMERCIAL LOCALS TRAINING PROGRAM
TAGS: AFSI, IT
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006